

Message Text

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PAGE 01 STATE 223853

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C O N F I D E N T I A L STATE 223853

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TAGS: OVIP BU(POPOV, IVAN)

SUBJ: POPOV VISIT: UNOFFICIAL PORTION OF VISIT

1. SUMMARY. PROF. POPOV AND HIS PARTY SPENT A FULLY
PROGROAMMED, TIGHTLY ORGANIZED, ELEVEN DAYS MEETING WITH
SENIOR CORPORATE OFFICIALS THROUGHOUT THE U.S. SUPPORTED
BY A STAFF OF WHAT U.S. COMPANIES CHARACTERIZED AS HIGHLY
COMPETENT PROFESSIONALS AND TECHNICIANS, PROF. POPOV
RAISED SPECIFIC SALES, INDUSTRIAL COOPERATION, AND/OR LICENSING
PROJECTS WITH EACH OF THE COMPANIES HE VISITED. U.S.
CORPORATE REACTION WAS GENERALLY ONE OF STRONG INTEREST,
ALTHOUGH IN SEVERAL CASES THE LARGE SCALE NATURE OF
BULGARIA'S INDUSTRIAL DEVELOPMENT PROJECTS WERE CLOSELY
QUESTIONED BY CORPORATE PERSONNEL. PROF. POPOV REPEATEDLY
EMPHASIZED HIS SATISFACTION WITH HIS WASHINGTON DISCUSSIONS
DURING THESE MEETINGS, AND HIS OPTIMISM REGARDING THE
EXPANSION OF U.S.-BULGARIAN COMMERCIAL RELATIONS. HE
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PAGE 02 STATE 223853

TOOK ADVANTAGE OF THE SAN FRANCISCO LUNCHEON TO DLIVER AN

IMPROMPTU SPEECH OUTLINING BULGARIA'S DEVELOPMENT NEEDS AND HIS COUNTRY'S DESIRE FOR U.S. FIRMS TO PARTICIPATE BOTH IN LARGE AND SMALL BULGARIAN PROJECTS. BASED ON SUBSEQUENT CONVERSATIONS WITH THE COMMERCE ESCORT OFFICER, IT APPEARS HE WAS HIGHLY SATISFIED WITH THE UNOFFICIAL PORTION OF HIS VISIT AND THE RECEPTION ACCORDED TO HIM BY THE AMERICAN BUSINESS COMMUNITY. END SUMMARY.

2. DURING THE UNOFFICIAL PORTION OF HIS VISIT, POPOV MET WITH WESTINGHOUSE, U.S. STEEL, GENERAL ELECTRIC, CHASE MANHATTAN, IBM, CARRIER, CLARKE EQUIPMENT, CONTROL DATA, KAISER, GT&E, DATA PRODUCTS, ROCKWELL INTERNATIONAL, CALCOMP, PHILLIPS PETROLEUM, AND JOHNS MANVILLE. APART FROM COMPANY HOSTED FUNCTIONS AND DINNERS, HE ALSO ATTENDED A SMALL RECEPTION IN HIS HONOR THAT WAS HOSTED BY THE PRESIDENT OF THE GREATER SAN FRANCISCO CHAMBER OF COMMERCE, AND A JOINT LUNCHEON GIVEN BY KAISER AND BANK OF AMERICA FOR ABOUT THIRTY CORPORATION AND INSTITUTION PRESIDENTS IN THE BAY AREA. INCLUDED ON THE GUEST LIST WERE THE HEADS OF BECHTEL, FMC, HEWLETT-PACKARD, NATOMAS, AND THE UNIVERSITY OF CALIFORNIA, AMONG OTHERS. A SUNDAY MORNING SIGHTSEEING TOUR OF SAN FRANCISCO WAS HOSTED BY THE DEPARTMENT OF COMMERCE.

3. BRIEF SUMMARY OF CORPORATE DISCUSSIONS FOLLOWS.
WESTINGHOUSE - LICENSING OR COPRODUCTION ARRANGEMENTS FOR MAJOR APPLIANCES, POWER THYRISTORS, AUTOMATED WAREHOUSING, NUCLEAR REACTORS AND SMALL APPLIANCE MOTORS.

U.S. STEEL - PARTICIPATION IN A NEW PLATE MILL.

GENERAL ELECTRIC - JOINT PRODUCTION OR LICENSING PROPOSALS WERE RAISED CONCERNING AIR CONDITIONING, THYRISTORS, ABRASIVES AND AUTOMATED WAREHOUSING. AT CONCLUSION OF VISIT A PROTOCOL WAS SIGNED COVERING THESE AND OTHER AREAS OF FUTURE COOPERATION.

IBM - DISCUSSIONS CENTERED ON EXPORT LICENSING PROBLEMS CONCERNING VARNA INSTALLATION. I.B.M. EMPHASIZED IT WAS VIGOROUSLY PURSUING LICENSE QUESTION.
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PAGE 03 STATE 223853

CHASE MANHATTAN - DISCUSSIONS CENTERED ON THE POSSIBLE EXPANSION OF CM'S FINANCING ACTIVITIES IN BULGARIA. THE PRESIDENT OF THE FOREIGN TRADE BANK REMAINED BEHIND FOR FURTHER DISCUSSIONS.

CARRIER - PRODUCTION OF ROOM AND INDUSTRIAL AIR-CONDITIONERS. CARRIER PLANS TRIP TO BULGARIA SHORTLY

TO GATHER MARKET DATA.

CLARKE EQUIPMENT - PRODUCTION OF REAR AXLE HOUSING SYSTEMS AND FORK LIFT TRUCKS. THE BULGARIANS TOOK THE INITIATIVE IN REVITALIZING THE LATTER PROPOSAL.

CONTROL DATA - DESIGN OF AUTOMATIC PRODUCTION SYSTEMS, AND POSSIBLE COOPERATION FOR PERIPHERALS' PRODUCTION UNDER NEW JOINT VENTURE LAW. A PROTOCOL WAS CONCLUDED COVERING THESE AND OTHER POSSIBLE AREAS OF COOPERATION.

KAISER - A "PHASE II" PROTOCOL WAS SIGNED, SPECIFYING IN GREATER DETAIL, THE FUTURE DIRECTION OF KAISER-BULGARIAN COMMERCIAL RELATIONS. THE CEMENT COMPLEX PROPOSAL IS BEING RETHOUGHT, WHILE WORK CONTINUES ON THE PORT AND STEEL PROJECTS.

G.T.&E. - POSSIBLE LICENSING OF PRINTER EQUIPMENT AND CORE MEMORIES. A DETAILED MEMORANDUM WAS SIGNED COVERING THESE AREAS.

ROCKWELL INTERNATIONAL - REVIEW OF INTEGRATED CIRCUIT TECHNOLOGY, AND COOPERATION IN POCKET CALCULATOR PRODUCTION. COMPANY OFFICIALS TURNED DOWN A BULGARIAN REQUEST TO SIGN A PROTOCOL COVERING SEVERAL AREAS BY SAYING A DECISION ON SIGNING WOULD HAVE TO COME FROM CORPORATE HEADQUARTERS IN PITTSBURGH.

CALCOMP - SALE OF AND POSSIBLE FUTURE PRODUCTION OF MEMORY SYSTEMS AND COMPUTER CONTROLLED PLOTTING SYSTEMS.

PHILLIPS PETROLEUM - LICENSING AGREEMENT FOR THE PRODUCTION OF STEREOREGULAR POLYMERS OF PROPYLENE.
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PAGE 04 STATE 223853

4. DETAILED MEMORANDA OF CONVERSATION COVERING MEETINGS WILL BE POUCHED TO EMBASSY. INGERSOLL

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